WHOLE EARTH REVIEW

November 13, 1996

To: Wade Rose 668-4531
Ty Cashman 388-2914
Ruth Kissane
Albert Barsocchini 457-3056

Dear All,

After I wrote the memo re the loan, Joel Solomon called me. He said that he wants one (but only one) additional change:

Where we are talking about in-kind, he wants us to be able to count only our costs, rather than retail price, for MWECs sent to B.C. people and organizations. He says he is OK on our counting the full value of subscriptions given to B.C. groups. I'd be happier for us to be able to take credit for the full cover value, but he was adamant about it. As I read the document, MWECs are the only place the retail-wholesale issue arises. And, as Joel says, we could elect not to utilize MWECs at all if we wish.

He also wants clarity that the in-kind only applies to B.C. expenditures. (For instance, we recently shipped him 100 copies of WER to hand out at conferences he was attending. He wanted to be clear that we could not count the cost of those toward the in-kind, since they were a Point-Joel arrangement, not a Point-Endswell deal).

27 Gate Five Road, Sausalito, CA 94965 phone: 415/332-1716 fax: 415/332-3110 email: wer@well.com

WHOLE EARTH REVIEW

October 14, 1996

Mr. Joel Solomon
Joel Solomon Company
1910 21st Avenue, South
Nashville, TN 37212

Dear Joel:

Following up the letter which Ty Cashman sent you last week, here are financial reports (by quarter and cumulative) for the first three quarters of 1996.

I will also send you a copy of the next semi-annual royalty statement from HarperCollins concerning *The Millennium Whole Earth Catalog*. We should receive that report some time this month. On the basis of the attached letter from Harper, though, I do not predict any royalty income. Alas.

Did you receive the list of potential invitees to our November 2-3 board retreat? Did those names suggest any others who should be added?

Thanks again for all your support. I am very much encouraged both by the reader response to our letter and to the fact that the board is now moving in positive directions.

If you have any questions or desire further information after reading this material, please contact me.

Sincerely,

Michael K. Stone
General Manager

27 Gate Five Road, Sausalito, CA 94965 phone: 415/332-1716 fax: 415/332-3110 email: wer@well.com

September 20, 1996

Point Foundation
Ty Cashman
27 Gate Five Road
Sausalito, CA 94965

Dear Ty,

I am writing to ask some clarification on your intentions regarding the outstanding loan from Endswell Foundation. I have heard very little from you, and want to be kept informed and be included in the decision of any plan you go forward with. I am concerned that you may not be taking the repayment of our loan seriously enough, since I am hearing so little.

BD member

We expect to receive all payments when due, and that you are intending to clear us out of the picture as you make plans to attempt a revival of the magazine. As far as I am concerned, the deal that we lent money to has gone away and any new deal you construct requires us to be dealt with freshly. We will be open to some sort of participation, but you have to understand that the context will begin with Point Foundation having not met most of the criteria that we established. If we are to take credibly a new plan, we will need to see some substantial pieces in place. Otherwise, we prefer simply to be repaid.

I would appreciate hearing an indication of your intention to make our agreed payment schedule in the interim, and a plan as to how you intend to get us repaid in full as soon as possible.

Wishing you all possible success.

Sincerely,

Joel Solomon/MB

Joel Solomon

JS/jf

cc: Norine MacDonald

1910 21st Avenue, S. Nashville, TN 37212 615 297 5550 615 297 5565